Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

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PAGE 01 SEOUL 07006 090946Z
ACTION COME-00

INFO OCT-01 EA-10 ISO-00 EB-08 EUR-12 /031 W
----------011009 090951Z /14
P 090836Z AUG 78
FM AMEMBASSY SEOUL
TO SECSTATE WASHDC PRIORITY 2782

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E.O. 11652: N/A
TAGS: BENC, BEXP, ETRD, KS
SUBJ: MAJOR PROJECT: SEOUL SECOND SUBWAY CONSTRUCTION

REF: A) STATE 200343, B) SEOUL 5704

1. OSROK NEW YORK OFFICE IS SERIOUSLY INTERESTED IN OBTAINING BIDS FROM US FIRMS. HOWEVER, THE VOLUME OF TECHNICAL IFB'S IT RECEIVES MAY PRECLUDE READY IDENTIFICATION BY NON-TECHNICAL PERSONNEL OF THE PRECISE USE OF ANY PARTICULAR EQUIPMENT BID. REFTEL (B), WHICH DEALS WITH ADB PROCUREMENT IS LATEST EMBASSY CONTRIBUTION TO LONG SERIES OF EA AREA-WIDE COMMENTS ON IMPROV-ING US EXPORTS WHICH LEAD TO THE POINT THAT US FIRMS MUST SCOUT OPPORTUNITIES DIRECTLY OR THROUGH LOCAL AGENST IN ADVANCE OF ISSUE DATES FOR IFB'S. OSROK NEW YORK OFFICE WAS ESTABLISHED AS A SERVICE POINT FOR US FIRMS. OSROK MAILS IFB'S OND DATE OF RELEASE TO NY AS WELL AS LONDON, PARIS, BONN AND OTHER WORLD CITIES WHOSE TRADERS ARE THEREBY PLACED ON EQUAL FOOT-ING WITH REGARD TO OBTAINING DOCUMENTS.

2. AMONG OTHER POSSIBLE BIDDERS, EMBASSY IS AWARE THAT US WESTINGHOUSE, GENERAL ELECTRIC AND WESTINGHOUSE AIR BRAKE AS ELL AS CIT-ALCATEL, SIEMENS AND ASEA ARE DEEPLY INTERESTED IN THE PROJECT AND HAVE TAKEN PAINS TO ANTICIPATE IFB. WE HAVE NO IDEA WHETHER EUROPEANS CAN MEET DEADLINE. THEREFORE, EMBASSY REQUEST TO OSROK FOR 60-DAY DEADLINE
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PAGE 02 SEOUL 07006 090946Z

EXTENSION POSES A DILEMMA, BECAUSE EXTENSION MAY VERY WELL HARM OTHER US FIRM(S) WHO CAN MEET THE DEADLINE, OR BENEFIT FRENCH/SWEDES OR GERMANS IF THE LATTER CANNOT. INASMUCH AS WABCO IS NOT REPEAT NOT REPRESENTED LOCALLY, WE MUST REQUEST DEPARTMENT TO DETERMINE WHETHER WABCO ALSO WISHES AN EXTRA 60-DAYS. EMBASSY WILL CONTACT LOCAL WESTINGHOUSE AND GE REPS TO DETERMINE OF THEY WOULD ALSO DESIRE THE EXTENSION.

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WE PROPOSE THAT, IF ALL KNOWN POTENTIAL US BIDDERS DESIRE DELAY, EMBASSY THEN WOULD REQUEST IT.

3. MR J S LEE, EXPERT, WHO IS WORKING WITH MR SUN SHIK LEE OF SAM SONG INDUSTRIES WILL TELEPHONE GRS AND WABCO RE REQUIREMENTS OF BID AS WELL AS A TECHNICAL AMENDMENT ISSUED AUGUST 9 TO OSROK. HE IS IN POSITION TO ANSWER TECHNICAL QUESTIONS AND TO HANDLE BOTH COMPANIES' TENDERS.

4. ACTION REQUESTED: THAT DEPARTMENT ASCERTAIN WHETHER WABCO (MARIO CORRERA) INTERNATIONAL MARKETING, PITTSBURG, PN (TEL 412-278-4000) ALSO WISHES 60-DAY EXTENSION.
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EO Systematic Review
20 Mar 2014
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